



**An International Center for Soil Fertility and Agricultural  
Development**

**Международный центр по развитию плодородности  
почвы и сельского хозяйства**

**Kyrgyz Agro-Input Enterprise Development Project  
Кыргызский проект снабжения и развития агро-бизнеса**

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## TABLE OF ACRONYMS

|        |  |
|--------|--|
| AAK-JA | Association of Agro-business of Kyrgyzstan “Jer Azigy” (Food for Soil)   |
| AS     | Agronomic Services – a support unit within KAED project  |
| ASSP   | Assistance to Seed Sector Program (WB)   |
| BDS    | Business Development Services – a support unit within KAED project   |
| CAR    | Central Asia Region  |
| CIMMYT | International Maize and Wheat Improvement Center   |
| CPP    | Crop Protection Products – includes both chemical and biological   |
| DAP    | Diammonium phosphate   |
| GAA    | German Agro Action   |
| IEE    | Initial Environment Evaluation   |
| IFDC   | An International Center for Soil Fertility and Agricultural Development  |
| IPM    | Integrated pest management   |
| IR     | Intermediate Results Indicator   |
| KAED   | Kyrgyz Agro-inputs Enterprise Development Project  |
| LARC   | Legal Assistance for Rural Citizens (co-funded by USAID and Swiss)   |
| MOU    | Memorandum of Understanding  |
| NADPO  | Netherlands Agriculture Development Project, Osh   |
| PPP    | Plant Protection Products such as fungicides, pesticides, herbicides   |
| PSES   | Private Sector Extension Services  |
| RAS    | Rural Advisory Services (Public Extension supported by WB)   |
| SSI    | Support to Seed Industry (Taxis)   |
| STC    | Short Term Consultant  |
| T/A    | Technical Assistance   |
| TES    | Technical Extension Service Project (German donor sponsored)   |
| TTC    | Technology Transfer Center – a field center featuring new practices and technology used to provide training to agro-businesses |
| USAID  | United States Agency for International Development   |
| VAT    | Value Added Tax  |
| WB     | World Bank   |

## INTRODUCTION

For consistency and ease of understanding, the Kyrgyz Agro-Input Enterprise Development Project (KAED) quarterly reports largely follow the format of the work plan submitted to the United States Agency for International Development (USAID) in December 2001. Progress is reported for each of the three program areas (association development, business development services and agronomic services). Monthly reports to the USAID project manager contain more extensive and detailed information on KAED activities and progress.

## MANAGEMENT AND OPERATIONS

The project has completed its first year and has submitted the Year 2 work plan to USAID. A 10-day extension for filing the work plan was directed by the CTO for additional comments. A no-cost technical amendment was filed reflecting a re-allocation of resources for the Osh Initiative and adjustments to actual in-country expenses. As scheduled, the project has added an Agricultural Economics Associate Expert fully funded by the Government of the Netherlands.

The project has established working ties and joint activities with SO 1.3 partners and other organizations. KAED staff is participating regularly in contractor's meetings and facilitating logistics and meetings for visiting teams and projects such as CIMMYT, WB and others. In addition the project is sharing its data base of agribusinesses with interested parties.

The KAED staff is well balanced and has become an integrated team. Strategic planning with the staff, initiated at the beginning of the project and continuously reviewed since then, has led to a common understanding of the project's vision, mission, goals and objectives. The project's general manager visited the mature IFDC project in Albania in May and returned with a deep understanding of the possibilities that can become realities through the private sector trade association approach.

## HIGHLIGHTS OF PROGRAM ACHIEVEMENTS

The three program components drive nearly all the proposed results indicators. They are presented below in order of priority. Association Development is the core of the entire project. A trade association of inputs dealers is the mechanism that provides a potential framework to deliver communications, training and advocacy on a sustainable basis. The supporting units of Business Development and Agronomic Services provide a value added package that accompanies membership in the trade association.

**Association Development:** The trade association is off to a strong start. In early August the three oblasts met and elected their representatives for the board of directors. This was followed by the first general assembly of the association where the by-laws were adopted and the board of directors was installed. Local and national television broadcast the 2-day event.

In September the board participated in a strategic planning retreat and established dues and fees for services. Two levels of membership dues were set – Full Service and Limited Service – to enable participation by both small and large businesses. In addition, a cost-sharing contribution for participating in trade missions was set as well as a check-off fee for any KAED facilitated credit obtained. The five working committees of the association met for training sessions and to establish a priority list of member driven programs. In addition,

the organizational base was strengthened through training, education, information, and the introduction of policy reform as an appropriate association function.

**Business Development Services:** A MOU for a credit guarantee program was established as part of a USAID no-cost amendment. Three credit applications were facilitated and six applications for business plans were accepted. As part of a series of training modules, marketing training programs were conducted with the committees of the AAK. Project staff also provided information on international procurement of agro-inputs on a request basis.

**Agronomic Services:** The Agronomic Services unit organized field days and provided publicity for the field demonstrations. Private sector extension concepts and techniques were provided to key dealers during these field days and in follow-up seminars. During the general assembly the benefits and methods of cleaning seed was highlighted for association members. The AS unit worked with the local television station to produce a second media spot in order to continue promoting the use of modern agro-inputs. Training modules were developed and executed on numerous subjects as well as brochures on wheat and IPM in cotton.

The benefits of using balanced NPK fertilizer were demonstrated at field days and information was provided on where this product can be purchased. Members were also informed of ways to bring in phosphate and potash compound products. At least one input dealer has expressed interest in this matter. The project has been successful in showing dealers the potential and possibilities of using “new” inputs. This in turn has resulted in an association member, with assistance from the KAED project, establishing the first distributorship of BASF products in Kyrgyzstan.

## CONSTRAINTS

While the project met or exceeded its planned objectives in nearly all activities presented in the year one work plan, there have been several major constraints that have had a negative affect on the results indicators that were originally proposed.

- The total lack of retail businesses handling inputs was not discovered until staff moved into the field. The “sellers” use seasonal stalls in the bazaars of larger towns or itinerant traders who sell off of their trucks. The true entrepreneurial base is small, fragile and does not really have a developed “customer base.” For many individuals, a functional business is more in the line of a “concept” than an actual enterprise.
- The local business climate is not conducive to legal business development. Businesses are afraid to be visible, which has resulted in the reluctance of many business dealers to join the AAK association. Even members do not willingly disclose information such as assets, turnover, profitability, client base, and other information that is normally tracked to measure growth.
- The level of contraband of fertilizer and CPP crossing into Kyrgyzstan from Uzbekistan is extraordinary – 97% and 100% respectively. Not only does this cause market distortions relative to world prices, it also contributes to local corruption.
- Lack of credit for rural enterprises is aggravated by the current land law, which effectively eliminates the use of land as collateral. Although KAED assisted 3 clients in

making credit applications, there were no loans executed. The primary reason was insufficient collateral. Additionally KAFC had suspended all loan activity for approximately 6 months in the south. It is hoped that the KAED credit guarantee fund for approved clients will enable some progress in this area.

## **COOPERATION AND LEVERAGED SUPPORT**

KAED continued to develop support and build relationships with other donor programs operating in the region. Examples of this include:

- The Government of the Netherlands has funded an Associate Expert – Agriculture Economist for the KAED project. The associate, Mr. Dilshod Abdulhamidov, has a MS in Agricultural Economics from the University of Georgia, and brings an excellent set of skills and abilities to the areas of policy, advocacy, and economic analysis.
- The Asia Development Bank has approached IFDC about implementing a component of their AADP project in Chui Oblast to develop an inputs association. At the time the USAID Central Asia Region did not have the resources to co-fund this initiative to expand the program into the other two northern oblasts. Nevertheless, USAID has expressed an interest if funds become available.
- KAED appreciates the cooperation of Pragma in forging links to the agro-processing sector and referring our project to excellent trainers, particularly in marketing.
- The GTZ-supported TES Center continues to provide trainers, technical brochures, and interesting technology for AAK members.
- Mashav has provided seminars and equipment for drip irrigation that has had a significant impact on AAK.
- Close cooperation with CIMMYT has provided fruitful exchanges. AAK has participated in training and seminars and has provided testing locations for CIMMYT wheat varieties and local hybrid maize production initiatives.
- KAED has been actively involved with the WB programs for finance (KAFC), seed industry (ASSP), and extension (RAS).
- During the growing season our local Osh TTC demonstration has been a point of interest for US Embassy staff including the Ambassador and Deputy Chief of Mission as well as many other assessment and donor teams visiting southern Kyrgyzstan.

## **ACTIVITIES PLANNED FOR NEXT QUARTER**

### **Association Development:**

- Communicate the AAK strategic plan as developed by the board to the general membership at village level meetings;
- Present the dues and fees for services as developed by the board to the general membership at village level meetings;
- Collect dues from members;
- Work with the vice-president of the AAK to develop a plan to increase membership;
- Develop a position paper on VAT on inputs with the lobbying and advocacy committee. Prepare on the local level for future civil dialogue with government and parliament.

### **Business Development:**

- Collect fees for services provided to AAK members;
- Assist in business plan preparation on demand by AAK members;
- Facilitate credit applications for AAK members and use the Credit Guarantee Fund where appropriate;
- Facilitate procurement of NPK fertilizer products on request of AAK members;
- Track customs clearance of inputs;
- Track actual procurement of inputs by AAK members;
- Track fertilizer use by customers of AAK members.

### **Agronomic Services:**

- Complete harvest of spring planted demonstration fields and publish results;
- Select locations for fall planted field demonstrations, obtain seed, and plant the locations;
- Produce technical brochures for spring planting and distribute through AAK and other projects interacting with agriculture;
- Begin planning for a media campaign on safe handling of crop protection products to run in the spring.

## KAED ACTIVITIES BY QUARTER

*July – September 2002*

| FOURTH QUARTER ACTIVITIES  | ACCOMPLISHMENTS   |
|--|---|
| <b>I. Agronomic Support and Private Extension Activity Development</b> |   |
| Establish Technology Transfer Center field demonstrations              | <ul style="list-style-type: none"> <li>• 3 spring planted TTC field demonstrations were implemented – one in each oblast;</li> <li>• 50 varieties were included covering cotton, maize, potato, soybeans, tomato and second crop vegetables;</li> <li>• NPK fertilizer is compared to organic and nitrogen only;</li> <li>• 5 wheat demonstration sites have been arranged for fall planting and will feature approximately 20 varieties with various fertilizer treatments.</li> </ul>   |
| Work with any identified importers of CPP                              | <ul style="list-style-type: none"> <li>• First distributor of BASF products established in Kyrgyzstan.</li> </ul>   |
| Publish and disseminate technical brochures                            | <ul style="list-style-type: none"> <li>• 4 technical brochures were produced on winter wheat, potato production, use of DAP, and a CPP list;</li> <li>• 225 brochures were distributed to AAK members.</li> </ul>   |
| Develop a list of local consultants who can serve dealers and farmers  | <ul style="list-style-type: none"> <li>• KAED is working with consultants from TESS, PRAGMA, RAS and others to conduct AAK information and training programs on agronomy issues.</li> </ul>   |
| Encourage consolidated imports of inputs                               | <ul style="list-style-type: none"> <li>• 3 wheat producers consolidated orders for new wheat varieties from CIMMYT;</li> <li>• One AAK member solicited participation in a legal importation of AN from Uzbekistan.</li> </ul>  |
| Increase the diversity of input products in the marketplace            | <ul style="list-style-type: none"> <li>• There are 4 types of fertilizer available as contraband: sodium nitrate, ammonium nitrate, urea, and SSP. KAED has sourced blended and complex NPK, but no importations have taken place;</li> <li>• Seed of many varieties of unknown origin and quality is available in the bazaar. Small quantities of certified seed are available from local companies – 2 maize, 7 wheat and 6 cotton. KAED has introduced two vegetable seed companies to the region. AAK producers obtained 3 new wheat varieties from CIMMYT;</li> <li>• The only source of CPP has been contraband. KAED arranged for the first legal distributor for BASF products to be licensed in Kyrgyzstan.</li> </ul> |

|   |   |
|---|---|
| Field Days for AAK members and farmer customers   | <ul style="list-style-type: none"> <li>• 15 events were held at the TTCs;</li> <li>• 317 people attended organized field days. An estimated 300 farmers visited the plots outside of the formal events.</li> </ul>  |
| Demonstration of improvements from best management practices at TTC field demonstration sites | <ul style="list-style-type: none"> <li>• Potato yields +200% average increase; +300% maximum. Net return increased on average 57% with a maximum of 127% over common practice returns;</li> <li>• Harvest of maize and cotton has begun and results will be reported following harvest.</li> </ul>  |
| Agronomic Services training modules   | <ul style="list-style-type: none"> <li>• 5 training modules were prepared covering IPM in cotton, maize nutrient and water management, potato best production practices, CPP safety, and CPP application. Each module was presented at 8 or more village meetings and field days;</li> <li>• Total attendance exceeded 400.</li> </ul>                              |
| <b>II. Business Development</b>   |   |
| Work with dealers to obtain supplier credit   | <ul style="list-style-type: none"> <li>• One AAK member obtained a contract for fertilizer importation with 40% credit. However the contract was not executed due to lack of market and resources.</li> </ul>   |
| Business plans and credit applications prepared for clients                                   | <ul style="list-style-type: none"> <li>• KAED provided this service to three clients in the spring and two in the fall;</li> <li>• Ten AAK members consulted with the BD unit on the criteria for this assistance.</li> </ul>   |
| Credit awarded clients  | <ul style="list-style-type: none"> <li>• None. Note: KAFC had suspended all loan activity in the south during the past 6 months;</li> <li>• MOUs are now in place with three financing programs to cooperate with KAED in a credit guarantee fund that will guarantee 20% of principle up to an individual cap of \$1,000 with a \$20,000 maximum total.</li> </ul> |
| International importation price requests processed for clients                                | <ul style="list-style-type: none"> <li>• Quotations for prices from international suppliers were requested by AAK members covering five products: onion, tomato, wheat, DAP, and NPK blend.</li> </ul>  |
| Importations arranged   | <ul style="list-style-type: none"> <li>• Legal importations were facilitated for 6 mt of wheat seed from CIMMYT valued at \$1,200. \$5,000 worth of CPP from BASF was imported.</li> </ul>  |
| Agro-inputs market information collected  | <ul style="list-style-type: none"> <li>• More than 100 products and prices are being tracked monthly at 8 local markets. The information is stored in the KAED database and is distributed to AAK members and published in the monthly newsletter.</li> </ul>   |
| Training workshops presented  | <ul style="list-style-type: none"> <li>• 6 modules covering elements of business planning, credit sources and criteria, land law with LARC, customs law with officials, advocacy, and introduction to marketing were presented at monthly village meetings in eight locations.</li> <li>• There were 462 participants at the training seminars.</li> </ul>          |
| Technical assistance provided specific clients  | <ul style="list-style-type: none"> <li>• KAED consultants provided technical assistance to two clients on data base management and to 5 clients on cotton seed production.</li> </ul>   |



| <b>III. Association Development</b>   |  |
|---|--|
| Association organizational meetings   | <ul style="list-style-type: none"> <li>From February through July village level organizational meetings were held at 8 locations each month. The AD unit presented discussion and training on the trade association concept. 48 meetings were held with total attendance of 462;</li> <li>The first General Assembly of AAK was held on August 21-22 with 120 members attending.</li> </ul>  |
| Complete the legal steps and basic organizational framework to establish a trade association  | <ul style="list-style-type: none"> <li>AAK was registered on March 17, 2002;</li> <li>By-laws were drafted and discussed in detail at village meetings in June;</li> <li>By-laws were ratified by the General Assembly on August 21, 2002.</li> </ul>  |
| Association Board of Directors  | <ul style="list-style-type: none"> <li>3 oblast level elections for Board of Directors were held in early August and 9 directors were elected after nominations, speeches, and secret ballot by 137 participants;</li> <li>The General Assembly ratified elections on August 21;</li> <li>The directors participated in a strategic planning retreat in early September and were provided training in the role of the board. The strategic plan for AAK was also developed.</li> </ul> |
| Association Committees  | <ul style="list-style-type: none"> <li>AAK General Assembly authorized 5 standing committees: seed, fertilizer, CPP, marketing, and advocacy;</li> <li>Volunteers on each committee met in September at the KAED offices for 1-day workshops.</li> </ul>   |
| Lay the groundwork for advocacy, e.g. agreement on issues, training and organization  | <ul style="list-style-type: none"> <li>AAK committee for advocacy developed a matrix of priorities and an advocacy agenda;</li> <li>A round table in south is planned for late 02-early 03 to discuss the possible reduction of VAT on inputs.</li> </ul>  |
| Begin to generate revenues for the association from dues, service fees, etc.  | <ul style="list-style-type: none"> <li>AAK Board has set two levels of annual dues: 2,400 and 1,200 com (\$50/\$25) depending on the level of services. The first dues are payable in Oct./Nov.;</li> <li>AAK Board established a schedule of fees for services;</li> <li>AAK bank account at the end of September stands at \$2,600 representing revenues from programs and fees in the first year.</li> </ul>  |
| STC for trade association development and revenue generation; organize regional study tour, possibly to Albania, to observe their dealer's association and the federation of associations | <ul style="list-style-type: none"> <li>STC has been on site for a total of approximately 4 months;</li> <li>Project general manager visited Albania and IFDC's AAATA project for 2 weeks in May.</li> </ul>  |
| Undertake media campaign to begin promoting use of modern agro-inputs, the services of established and registered dealers, and the new association  | <ul style="list-style-type: none"> <li>KAED has produced and broadcast 2 programs and 3 image building spots for television;</li> <li>TV, print, and radio have participated in the KAED opening ceremonies and the AAK General Assembly.</li> </ul>   |

**APPENDIX**

**REPORT**

**on**

**COST SHARING AND LEVERAGES OF KAEDP -  
KYRGYZSTAN**

**January- September 2002**

**REPORT PREPARED BY:**

**IFDC/KAED Kyrgyz Agro-input Enterprise Development Project**

**Funded by**

**USAID Agreement No.: 116 -G -00-01-34**

**June 2002**

## **1. Background**

The United States Agency for International Development (USAID) awarded a USD 1 million Cooperative Agreement Project to the International Center for Soil Fertility and Agricultural Development (IFDC) to help develop the growth of agribusiness and the adoption of modern farm inputs and systems in Kyrgyzstan. The project will improve productivity of agriculture and the competitiveness of agro-enterprises in the Ferghana Valley

There is a great need in rural Kyrgyzstan for agribusinesses to provide a reliable supply of modern inputs and the technology they embody and to help generate value added production, processing and marketing. The project will expand the use of appropriate technologies, increase private sector investments in agro-input supply and marketing, and support the development of agro-based small and medium enterprises (SMEs). The aim of the project called Kyrgyz Agro-input Enterprise Development (KAED) is to establish a viable private sector in Osh, Batken, and Jalal Abad oblasts. KAED has established an agro-input network and a trade association and has set the stage for seed production, information systems, and policy reform advocacy.

The project directly supports the USAID “Southern Strategy” aimed at development of the Ferghana Valley and improved stability and relations among countries that share it. KAED activities and results directly support the USAID strategic objective of accelerated development and growth of private enterprise and aims to demonstrate a market based approach for future projects. The program strategy is to harness the skills and entrepreneurial spirit in the development of commercial agricultural systems by generating linkages with farmers and others through the mechanisms of trade associations. . The cost sharing contributions and leverages are critical factors in ensuring the sustainability of the trade associations.

### **What does cost sharing include?**

- Direct cost-share, e.g. association dues and payment for services such as trade missions and other check-off fees for purchased goods, business plan preparation etc.;
- Indirect contributions by association members, including the value at a fair hourly rate of time of the association members and leaders spent in board and other meetings, including the AAK committee members;
- Imputed value of time of farmers to attend field demonstrations advisory meetings and extension oriented meetings and seminars;
- Credit and finance obtained with the help of the project, from international and local financial institutions such as KAFC, Bi Tushum, Mercy Corps International, supplier credits, and commercial loans;
- Investments by the association members;
- Any grants received by client groups;
- Value of free assistance (e.g., media coverage that we would have to pay for if we had not developed good ties).

## **2. Methodology of calculation of cost sharing and leverages**

\* Granted funds: This includes the value of intern(s) time contributed to the project as well as any direct grants that may be made by donors other than USAID.

\* Audited investments by AAK: There is not adequate data on domestic investment by AAK members. However the project will organize a survey aimed at tracking domestic investments by association members during this quarter.

The calculations listed below are based on the regular records for the activities kept by each project unit. The contributions are divided into direct and indirect cost sharing.

\*Association meetings/member visits: the number of meetings and the attendees of the associations converted to work-hours. The number of meetings each month is a total of 8 in three oblasts (Osh, Batken and Jalal-Abad). The Association Development Unit has recorded the number of participants in each meeting. The rate/hour used for the calculations is: importers, large enterprise managers at 10 USD/hour, association members at 3.0 USD/hour.

\*Field day advisory meetings: The same methodology is used to convert the number of association members/farmers visiting the demonstration fields to work-hours. The rate/hour used for farmer attendance is 0.5 USD/hour, whereas the rate for others attendees including association members is 3.0 USD/hour.

\*Trade missions/study tours/dues: this is a direct contribution of association members to their association fund. The contribution for each study tour or trade mission is 10% of the cost of the trade mission/person. The dues contribution is categorized as follows: (example: Full Service Membership 50 USD/year, Reduced Service Membership 25 USD year). The AAK board of directors set this structure in the fall of 2002.

\* Seminar attendance/business counseling uses the same procedure as for association meetings. In case of business counseling the leverage from outside (qualified expertise from international institutions/ organizations/ suppliers such as Mashav, Eurasia Foundation, etc.) is calculated using the rate of 50 USD/hour. The rate for local experts is 10 USD/hour.

\*Transportation: a rate of 7.0 USD per round trip is calculated for the attendees of meetings and seminars.

\* In calculating media contributions as free coverage, the following rates are used: TV coverage 50 USD/ 5 minutes broadcast, radio 20 USD/10 minutes broadcast, newsletter 45 USD/each article published.

\*Credit obtained: No credit obtained by association members for the reported period.

Cost Sharing Table Value of cost sharing in USD

| No | Activity   | Jan.  | Feb.  | March | April  | May    | June   | July   | August | Sept.  | Oct. | Nov. | Dec. |
|----|--|-------|-------|-------|--------|--------|--------|--------|--------|--------|------|------|------|
| 1  | Association meetings/member visits                 | 2,086 | 1,372 | 854   | 1,168  | 2,790  | 1,228  | 1092   | 10,407 | 5010   |      |      |      |
| 2  | Field days/advisory meetings                       |       |       |       |        | 111    | 575    | 430    | 270    | 81     |      |      |      |
| 3  | Trade missions/study tours                         |       |       | 400   |        |        | 900    |        |        |        |      |      |      |
| 4  | Seminar attendance/business counseling             |       |       |       |        | 100    | 380    |        | 400    |        |      |      |      |
| 5  | Transportation                                     |       |       |       |        |        |        |        |        |        |      |      |      |
| 6  | Media coverage                                     |       | 135   |       | 235    |        | 400    |        | 200    |        |      |      |      |
| 7  | Credit obtained                                    |       |       |       |        |        |        |        |        |        |      |      |      |
| 8  | Internships  | 750   | 1500  | 1500  | 1500   | 1500   | 750    |        |        | 3,000* |      |      |      |
| 9  | Grant obtained                                     |       |       |       |        |        |        |        |        |        |      |      |      |
| 10 | Domestic investment by entrepreneurs               |       |       |       |        |        |        | 235    | 251    | 1804   |      |      |      |
| 11 | Membership registration dues and fees for services |       |       | 10    | 56     | 91     | 39     | 54     | 60     | 0      |      |      |      |
|    | <b>Total USD</b>                                   | 2,836 | 3,007 | 2,764 | 2,959  | 4,592  | 5,022  | 1,811  | 11,588 | 9,895  |      |      |      |
|    | <b>Grand Total USD</b>                             | 2,836 | 5,843 | 8,607 | 11,566 | 16,158 | 20,430 | 22,241 | 33,829 | 43,724 |      |      |      |

\*Intern funded by Government of Netherlands, Mr. Dilshod Abdulhamidov